

Huston talks strategy:

Health tops promotion efforts

National Live Stock and Meat Board President John Huston said that the board's strategy for meat promotion during the 1980s will vary between beef and pork, reports CNS.

The main thrust of the board's pork promotion program will be an effort to increase the use of pork by commercial food service establishments such as hotel and restaurant chains, Huston said at the annual meeting of the National Meat Assn.

However, the group's beef promotion efforts will be aimed at convincing consumers that beef is a healthful, economical source of vital nutrients.

Huston indicated that the consumer image of red meat in general, and beef in particular, has been damaged by the controversy over the health impact of fats and cholesterol consumption.

Referring to government-issued nutrition advice, Huston said that dietary guidelines should be debated within the scientific community and should not enter the realm of politics.

Huston said the board intends to continue to target much of its beef promotion efforts toward doctors and dentists, since most Americans turn to these professionals for the bulk of their nutrition advice.

Huston said that a 1979 survey showed that most doctors could identify meat as a good protein source, but only 25% knew that meat was a good source of

iron and only 20% recognized it as a good source of B vitamins.

The pork industry's greatest challenge in the 1980s will be to increase the volume of pork purchased by food service institutions, Huston said. He said he was optimistic that the next innovation made by the nation's major fast food chains would be the marketing of the pork product.

Pork now accounts for only about 11 to 13% of the meat consumed away from home, Huston said. However, the food service industry has expressed a great deal of interest in pork and pork products menu ideas published by the board, he said.

Pork still suffers from its

image as a high-fat, high-calorie food, according to Huston.

During the 1980s, the board will also continue to promote the use of pork in school lunch menus, since children who eat school lunches are at an age when

According to Huston, the board probably will have more money with which to run its meat promotion program during the 1980s because of a trend toward larger checkoffs by pork producers and by several state cattle industry groups.

The Meat Board is now able to spend only about two cents per consumer in promoting meat consumption, well below the spending level of similar groups.

Dial number for economic trends

A new dimension in marketing information has just been initiated by specialists with the Texas Agricultural Extension Service, Texas A&M University System.

Known as Telephone Outlook and Market Information (TOMI), the system will provide a current economic analysis of agricultural products to anyone interested in commodity outlook.

"The service will be available to anyone, day or night, seven days a week, by calling 713/846-6437," explains Dr. Ed Uvacok, Jr., extension economist-livestock marketing.



ANGUS QUEEN — Sue Grabouski of Beatrice, Neb., was crowned 1981 Nebraska Angus Queen during the recent state Angus futurity in Grand Island. In addition, she was elected president of the state junior Angus association.

ECKLEY Herefords
Annual Production Sale
Saturday, February 28

1 p.m., Riverton Livestock Auction

Riverton, Wyoming

50
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Big coming two's. The kind preferred by discriminating cattlemen year after year. Well developed with good conformation, but not overdone. Ready to go to work anytime you say.

Selling sons of:

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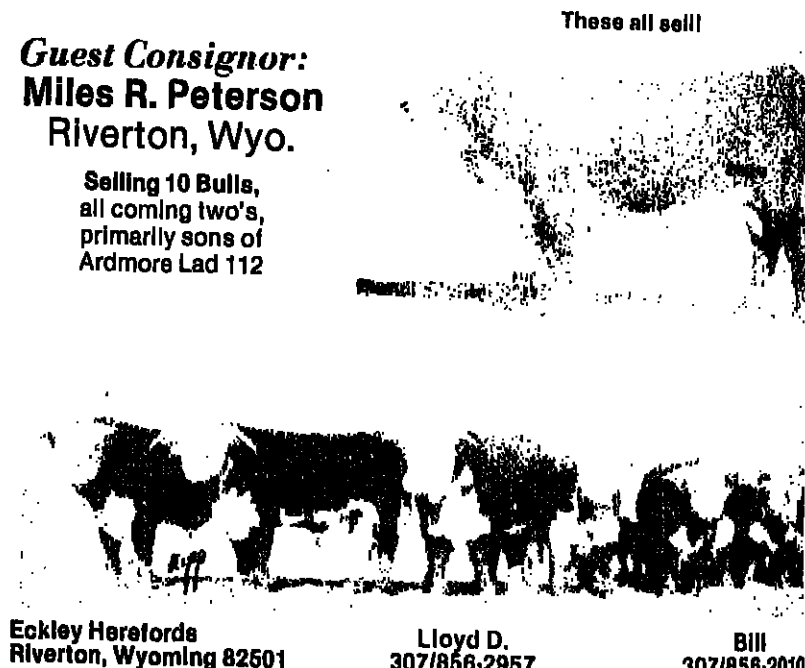
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Coming two's to calve the first time starting in March. Bred to HC Mark Arthur 76.

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Selling 10 Bulls,
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primarily sons of
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Lloyd D.
307/856-2957Bill
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Comments

The final figures are in on 1979 per capita consumption of red meat, and they illustrate the striking

difference between beef and poultry. First, examine the unhappy case of red meat. Beef consumption, at 79.6 lbs. (retail weight), was off from 88.8 lbs. in 1978 and the lowest since 1967.

Even pork consumption, at 64.8 lbs. per capita, was up from 56.3 lbs. in 1978 and the highest since 1971.

But, consumption of chicken, at 51.5 lbs. (ready to cook weight) was up from 47.5 lbs. in 1978 and record high for the fourth straight year. Moreover, consumption of turkey, at 10.1 lbs., was also up from the record highs of 9.3 lbs. for 1977 and 1978. Even consumption of eggs—once considered a lost farm commodity because of the cholesterol scare—was up from 278 eggs per person to 283 and the highest since 1974.

Another highly advertised farm commodity recorded a record sales year. Consumption of whole milk was off, but over-all consumption of all dairy products was up. Low fat milk consumption totaled 103.6 lbs. per person and record high. Butter consumption averaged 4.6 lbs. per person, up from 4.5 lbs. in 1978 and the highest since 1975. Consumption of both American and other cheeses were at record highs.

What about the other meat products with low ad budgets? Consumption of veal at 1.6 lbs., was off from 2.5 lbs. in 1978 and the lowest since 1973, while lamb and mutton consumption, at 1.3 lbs., was down from 1.5 lbs. in 1978 and the lowest on record.

Don't... don't... don't blame the economy for beef's bad showing. The fact is, Americans spent a record total for food expenditures.

Personal expenditures for food totaled \$287.9 billion, up 11.2% from a year earlier, and record high. The total is more than double the 1972 total, three-times that of 1965. All this is history, of course. But 1980 figures aren't expected to change the trend. The question is not profit. If profit isn't there, consumers can't expect stockmen to produce beef. The question is whether the beef industry is going to organize so that it focuses externally on the customer or internally on its own declining sales and profit reports.

GLEN RICHARDSON

WESTERN
LIVESTOCK
JOURNAL A CROW PUBLICATION

News • Trends • Sales • Shows • Markets

March 2, 1981

Central Edition

Vol. 60, No. 10

Beef grades: Packers join debate

The beef committee of the Western States Meat Packers Assn. formulated a proposal for a change in the national beef grading standards recently that would allow beef with slight marbling into the choice grade, reports CNS.

The proposal, which will be presented to the association's board of directors, sets the following criteria for grading a beef carcass:

- Beef in the A and B age categories with slightly abundant marbling shall continue to be graded prime;
- Beef with slight marbling in the A category, and with marbling increasing on a sloping line from slight to small in the B category, would be considered choice; beef with slight marbling now falls into the top good grade;
- Beef in the remainder of the marbling categories in both A and B age categories would be graded good.

No additional grading criteria was accepted by the

committee. Minimum backfat thickness or slightly yellow tint color has been suggested by the National Cattlemen's Assn. to also be used to grade beef falling under the slight marbling category. The present grading system does not include backfat criteria.

A resolution had been passed by a seven to three vote during the group's beef committee meeting earlier that the WSMPPA considered the present USDA grading standards satisfactory. However, following an active discussion at the

board of directors' meeting,

a motion was approved that the beef committee should formulate a new proposal, rather than just endorse present beef grading standards.

The issue of beef grading changes was the focus of an early January National Beef Grading Conference in Ames, Iowa. Several industry groups such as the NCA, the National Meat Assn. and the National Association of Meat Purveyors have made or will make proposals regarding changes in present beef grading standards

and will be make formal recommendations to the USDA.

Many WSMPPA beef committee and board members voiced comments that a change in beef grading is inevitable. Some felt that consumers want leaner beef and that a change in grading standards allowing leaner beef into the choice grade is a change needed to satisfy the consumer.

If beef with slight marbling is as palatable as that with a small degree of (Continued on page 7)

Several major changes will occur during the 1980s in the U.S. meat industry as lack of real growth in the North American economy forces businesses to accept slow market growth, according to John L. Morris, president of Meat Industry Research Services, Ltd.

According to CNS, Morris told a western meeting of the Meat Importers Council of America Inc. that slower growth in population and income, continued increasing energy costs and fewer subsidies will "pinch" food dollars during the next decade.

Inflation, he said, will be nine to 10% at its lowest in the coming years, while interest rates will be 10% at their lowest. This will make management of capital a prerequisite for success, Morris said.

Consumer trends are changing, he said, and by 1990 one and two person households will make 80% of an estimated increase of 20 million households. This will call for smaller packages and smaller meat cuts, Morris said. Consumers are increasing in diversity, with

some wanting convenience and others lower prices, and it will no longer be appropriate to use one store and one item for all segments of the market, he said.

Retailers should be careful not to overgeneralize the shopper as "Mrs. Consumer," Morris said, adding that consumers are better educated and less loyal. One of the fastest growing areas on the retail store is the health food section, Morris said. Consumers are interested in diet and health and, unfortunately, perceive meat as less healthy due to publicity about cholesterol and nutrients, he said.

Consequently, there have been a massive shift in consumption—caused partly by cost—from beef toward pork, fish and poultry, Morris said. Beef will never regain the share of the market it once had, he said. While beef consumption per capita was 130 lbs. in 1978, Morris does not expect beef consumption to (Continued on page 16)

Senate group approves
Lyng, McMillan posts

The Senate Committee on Agriculture, Nutrition and Forestry has voted unanimously to approve the nominations of Richard E. Lyng as deputy secretary of agriculture and C.W. McMillan as assistant secretary for marketing and transportation services for the USDA, reports CNS.

There was no opposition to either nomination; and Lyng was sworn in after confirmation by the Senate later last week. Lyng, a former assistant agricultural secretary and former head of the American Meat Institute, told the committee he did not anticipate massive reorganization in the department but did confirm that the USDA budget director would be responsible to the deputy secretary. Lyng said his main role in the administration would be to serve as an "alter ego" to the secretary.

He told the senators he would look into their requests to expedite processing of applications for emergency loans from the Farmers Home Administration. Lyng termed this a crucial problem because of the "unprecedented" number of loan applications made as a result of the drought.

He said the problems in the FmHA were compounded during the transition (Continued on page 15)

Keeping an eye on "Mrs. Consumer":

Food dollar "pinch" of next decade to force major industry adjustment

Retailers and wholesalers will keep less and less inventory at the store level, he said, because of high interest rates and the need for capital, while the supplier will be forced to have larger supplies on hand.

Retailers will become less patient with slow-moving items, and new products will have a shorter time to prove themselves, Morris said, as retailers work toward speeding movement of items and reducing inventory investment.

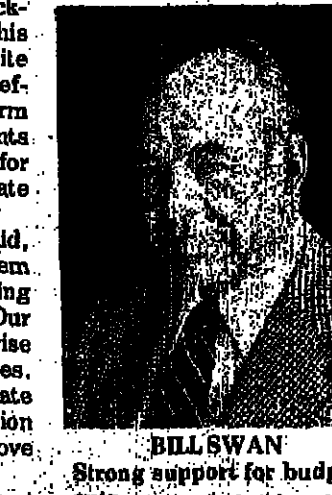
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NEWSPAPER (priority handling)

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RAVEN ANGUS RANCH

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Wed., March 11

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Raven Corv Poundmaker 276X
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In case of heavy snow the sale will be held on March 14!

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RAVEN ANGUS

Ray Petersek & Sons
Colome, South Dakota 57528



A March 14, 1980 son of Rito 206 of Ideal 2218 out of a daughter of Bon View Evolution 615. He had a weaning weight of 510 lbs. with a weaning ratio of 103.



A February 17, 1980 son of Raven GDAR 4373 with a weaning weight of 670 lbs., weaning ratio of 112 and a weight on December 15 of 940 lbs.

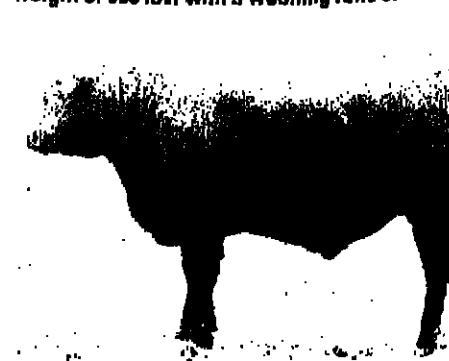


A March 14, 1980 daughter of Bon View Evolution 615 out of a daughter of NLR Elleanmere 13. She had a weaning weight of 540 lbs. and weaning ratio of 115.

Ray 605/842-3356
Rod 605/842-2919



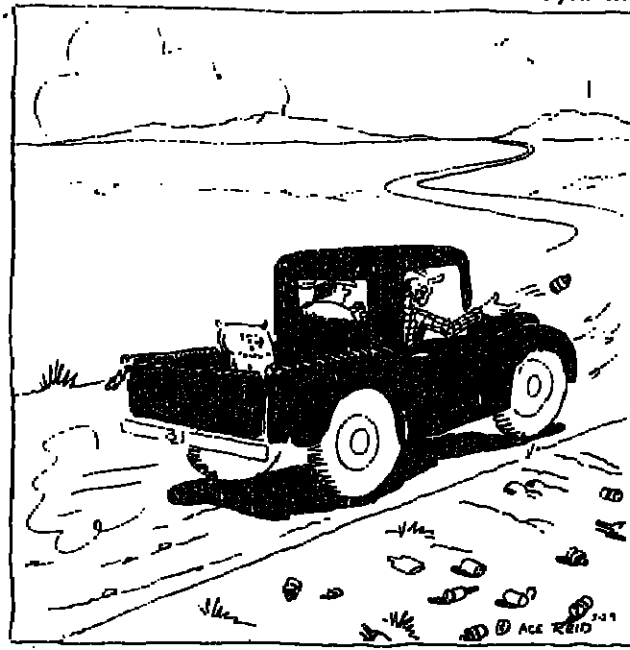
This March 12, 1980 son of Rito 206 of Ideal 2218, out of a daughter of Raven GDAR 4373, had a weaning weight of 600 lbs. with a weaning ratio of 124.



Another son of Raven GDAR 4373, born February 21, 1980 out of a daughter of Rito 707 of Ideal 633. He had a weaning weight of 700 lbs., weaning ratio of 123 and a weight on Dec. 15 of 950 lbs.



A March 22, 1980 daughter of Rito 206 of Ideal 2218 out of a daughter of Raven GDAR 4373. She had a weaning weight of 540 lbs. and weaning ratio of 115.



"Wul, if they didn't want 'em throwed out, why do they advertise 'em as throw away bottles!"

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Letters

Bull vs. steer study

Re: Bull beef vs. steers
I suggest that Dr. Walter Hawks contact University of Nevada, college of agriculture, division of animal science, Reno, Nev. 89557.

UNR has been testing bull beef vs. steer beef for several years. Not only on the hoof and in the feedlot but steak on the plate, as well.

Robert A. Bush
Statenline, Nev.

Advice from inside
This is a reply to the letter from Victor Privette, Nicholasville, Ky., published in your Feb. 16 edition.

Commodity programs to escape budget cuts

USDA commodity support programs will be left basically unchanged in the fiscal year 1982 Reagan administration budget proposals, U.S. Agriculture Secretary John Block said, according to CNS.

At a press conference, Block said that as long as the specific commodity groups and farmers affected by a program supported the program and it was not too costly to the federal government, the programs would not be reduced or altered.

Final proposals for the commodity programs, along with all other budget proposals not already announced for USDA, will be made public March 10.

Block said all major USDA cuts, such as those for food stamps, child nutrition, the Farmers Home Administration and the Rural Electrification Administration already had been announced.

Block said that while exact figures had not yet been determined, he doubted the additional budget reduction proposals would total more than one billion dollars.

Block said USDA was still negotiating some budget items with the Office of Management and Budget and he was unable to give an accurate estimate of total further cuts because "the numbers change every-

There is a way, Victor, for outsiders to work their way to the inside of this land-owning business. It is a long, slow, process, but this former WLJ reporter is doing it. So are many of my friends and acquaintances.

The first step is to get yourself into an area where a number of small parcels are available for purchase. Second is to start buying one, even if you have to pay more than the land will return. Next is to start producing on it, to build some history on the land, to make your mistakes in a small way while building an equity.

Most in my acquaintance are doing it with cattle. We are paying off the "base" property while building inventories on a cash basis. It takes years; it takes frus-

tration; it takes putting every penny of profits and a part of your wages in while you start, but eventually some light shows at the end of the tunnel.

If opportunities are poor where you are, you might consider coming to the Lower Rio Grande Valley of Texas. This supposedly citrus and vegetable country offers the best opportunities I have seen in the western two-thirds of the U.S. for a small guy who wants to buy land and get into the livestock business.

Prices are within reach; land is available in 5-10-15-20 acre purchases; irriga-

tion is available; the growing season is long; many absentee investors will lease land for grazing; other uses at low cost; carrying capacity available for dollar invested is much better than most places. For the man who will "dig in," this area offers the best opportunities I have seen anywhere in North America.

Don Webb
McAllen, Tex.

Don't drop the ball as you won't have to compete about the way it bounces.

Sandhill-Bulls, Home Grown from the hills
Nutter-Bergen
Joint
Limousin Bull Sale
Thursday, March 19
Thedford, Nebraska
1 p.m. CST • Thedford Livestock

Selling
85
Limousin Bulls
65 Two-year-olds from Hilltop Ranch
20 Yearling Bulls from the Russ Nutter herd



Sale Manager:
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308/645-2555
Hilltop Ranch
Harley & Tim Bergen
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Norman Libby Buoyeros, NM
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CHAROLAIS

Grau Charolais Grady, NM
Rountree Ranch Maxwell, NM
John Williams Boise City, OK

ANGUS

Robert Reed Kress, TX
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Don Bennett Artesia, NM
A. F. Flint Bird, NM
Hinkson & Lust Lazbuddie, TX
Gene Roberson McAlister, NM

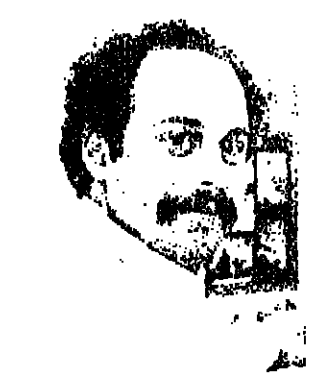
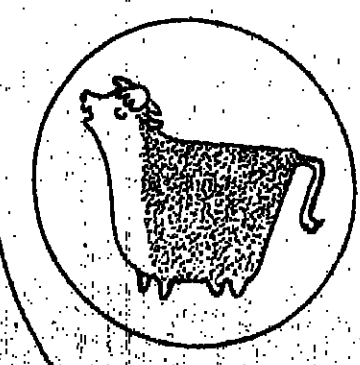
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March 20,
1981
1:00 P.M.

Sale Barn
Highway 54

Lunch Available
at 11:30

Auctioneer:
Stanley Stout
Lee Pitts for WLJ

For Sale Catalog or
Information Contact:
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505/461-1620



EDITOR — Crow Publications recently announced the addition of Alex Mostrous to its staff. Mostrous has assumed the position of managing editor for LIVESTOCK Magazine and staff editor for WLJ.

Block gives okay to final fuel loans

The final fuel alcohol loan guarantees that were held up by U.S. Agriculture Secretary John Block because of charges that they were made too hastily have been approved for further processing, the USDA, said, according to CNS.

This means all 15 gasoline plants loan guarantees, totaling \$341.7 million announced by USDA last October and held for review by Block on Jan. 27, have been approved for further processing.

Block said in a statement that his concern that the applications were not checked thoroughly before they were made has now been resolved. He added that all alcohol fuel plant loan guarantees can now continue as usual.

The eight projects that were returned to the states for further loan guarantee processing are Southeast Energy Group Ltd., St. Marys, Ga.; Power Alcohol-Idaho, Rexburg, Idaho; Ethanol Motor Fuel Associates, Waterman, Ill.; Agri-fuel Corp., Esterville, Iowa; Goodwill Agri-Fuels Inc., Oak Grove, La.; Agri-Energy Inc., Crookston, Minn.; Continental Alcohol Fuels, Salem, N.C.; and Tiger Tail Distillery, Dyersburg, Tenn.

Farm bill specifics to be ready early March

The first specifics of the Reagan administration's proposals for the 1981 farm bill will be ready in early March, U.S. Agriculture Secretary John Block said, according to CNS.

The final detailed proposals will be decided upon by mid-March, Block told the National Governor's Assn. Committee on Agriculture at the governor's meeting.

Block also said that he generally favored less regulation of the food industry and would like the states to play a greater role in agricultural policy and programs wherever possible.

Asked about restrictions placed on U.S. agricultural exports by some countries, Block said that he would work to expand markets for U.S. exports and predicted that budget outlays for export expansion will be "relatively favorable" in light of overall efforts to reduce federal spending.

Block said that he met recently with the ambassador of the European Economic Community and expressed his support for the continuation of the zero import duty on U.S. soybean and product exports to the EEC.

Block also said he expressed his "concern" about wheat exports from the EEC moving into third nations at subsidized rates and EEC restrictions on imports of some U.S. meat products.

The secretary also said that there was no need to create a separate department of trade to promote U.S. exports if the USDA and the Department of Commerce were properly doing their jobs of trying to boost overseas sales.

Responding to a question on proposed budget cuts by Gov. Ted Schwinden, (D-Mont.), who said agriculture seemed to be carrying a larger burden of the

proposed spending reductions, Block said that the Reagan administration has not yet "come to grips" with how much the fiscal year 1982 USDA budget will be reduced beyond already announced proposals.

He said that negotiations within the administration are now underway about such cuts and repeated that commodity programs that did not call for large amounts of federal spending would not be reduced significantly.

We need more watchdogs at the U.S. Treasury and fewer bloodhounds at the Internal Revenue Service.

POMPADOUR HILLS Limousin BULL and FEMALE SALE

150 BULLS
Sell Tuesday, March 17
100 Coming yearling bulls
50 Two-year-olds
From percentage to purebred and blacks and reds.

120 FEMALES
Sell Wed., March 18
50 Yearling Heifers — many show prospects and many are sired by Replat.
20 Bred Heifers
50 Bred, halfblood cows



These All Sired by Replat, these bulls were the 1981 Reserve and Champion Carload at the National Western.

Selling at 1 p.m. at the Highmore Livestock Exchange
Sale Day Phone: 605/852-2211
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Catalogs on Request

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Harold, Marilyn, Brady
And David Rinehart
Highmore, South Dakota 57345
Phone: 605/852-2755

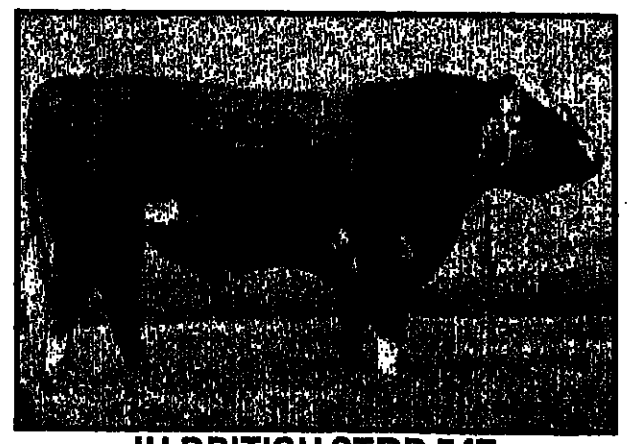
YOUR STRONGEST BLEND OF REAL ARDMORE HEREFORDS

COURTNEY HEREFORDS Annual Production Sale Thursday, March 19

1 p.m. Belle Fourche Livestock Exchange
Belle Fourche, South Dakota

70 Hereford Breeding Bulls Sell
48 Big, two-year-olds • 22 Big, top yearlings

At Courtney Herefords, we keep in touch. Our effort goes in the direction of continued improvement. Selecting, mating, developing... the best of the big Ardmore and Britisher lines. We will show you Hereford Breeding Bulls with muscle, scale, eye appeal; "cattle that the beef industry can really use."



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Come see these bulls this year. You will like what we have to show you in 1981.

They will be mostly by:
JH Real Ardmore M379
JH Real Prince D432
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JH REAL ARDMORE M379



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Cow Herd... the best of the big, productive Ardmores.

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ALZADA, MONTANA 59311
We haven't moved... just our mail route!
Located 12 miles north and 7 miles east of Alzada



North Dakota Winter Show

Livestock show days have been set for the 1981 North Dakota Winter Show to be held in Valley City, March 5-15. The show will begin on Thursday, March 5, with the Simmental, Limousin, Tarentaise, Charolais, Chianina, and the halter steer show. The culmination of the evening will be the parade of champions, with Governor Allen L. Olson, presenting the awards.

Show days will resume on Monday with the sheep, Polled Hereford and Hereford being judged, Tuesday, March 10, will be a very busy day with the Angus, Shorthorn and Galloway showing.

Wednesday, March 11, will be the final day of the livestock show.



DIRECTORS—Newly-elected to the board of directors of the North Dakota Angus Assn. are: Larry White (left), Bowman; Allen Vollmer, Wing; and Bill Hoffman, Wheatland.

Colorado Winter Beef Symposium

A cattle seminar covering high mountain (brisket) disease, pneumonia and calf scours is planned for March 12 at the Dos Rios Motor Hotel one mile west of Gunnison, Colo. on Highway 50.

The Gunnison Winter Beef Symposium is being sponsored cooperatively by the Colorado State University Mountain Meadow Research Center in Gunnison, the CSU Experiment Station, CSU Cooperative Extension Service and CSU College of Agricultural Sciences.

Registration will begin at 12:30 p.m.

A five dollar registration fee covers refreshments and printed proceedings. Additional copies of the proceeding may be purchased for four dollars each.

Checks for pre-registration should be made payable to Colorado State University and sent to the Mountain Meadow Research Center, Box 598, Gunnison, Colo. 812

Angus Auxiliary Scholarships

College scholarships totaling \$4600, will be awarded this year to six deserving high school graduating seniors by the American Angus Auxiliary. Three girl and three boy winners most active in Angus projects, school, community and church activities will be selected from state auxiliary applications for the national award. Entry deadline is June 25, reports Anne Patton Gorham, scholarship chairman.

First place scholarships in each group will be \$1100, with \$700 for second and \$500 for third.

Applications for scholarships may be made through state or regional Angus auxiliaries. Names of state chairpersons can be obtained by contacting the American Angus Auxiliary Scholarship Chairperson Anne Patton Gorham, 3003 Hawthorne Blvd., St. Louis, Mo. 63104.

American Maine-Anjou Assn.

The 1981 board of directors of the American Maine-Anjou Assn. were elected recently at the 10th annual A.M.A.A. convention, held in conjunction with the 75th Annual National Western Stock Show, Denver.

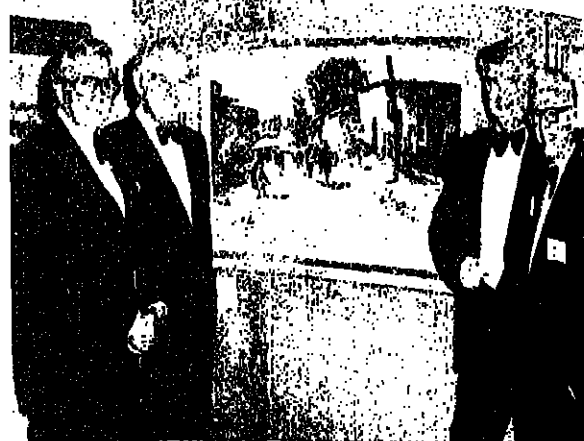
President is Jerry Bogards of Pella, Iowa; first vice-president is C.S. Harding Mott of Holly, Miss.; second vice-president is R.C. Norman, M.D., San Antonio, Texas; at large is G. Don Rhone, of Coleman, Texas.

Regional directors are Leonard Aschermann, Tower Hill, Ill.; Kirk Daves, Guffey, Colo.; Sid DeHaan, Pella, Iowa; Jerome Fritsche, Issaquah, Wash.; Larry James, Paris, Mo.; Gary Johnson, Mt. Vernon, Mo.; David Marold, Westcliffe, Colo.; Jerry Rollings, Vernon Center, Minn.; Edward Taylor, New Hampton, Mo.; and Roland Wright, Moore, Mont.

Kansas Beef Expo

Over 500 head of cattle have been consigned to the third annual Kansas Beef Expo scheduled for March 10-12, at the Kansas Coliseum, Wichita, Kan., according to David Breiner, Alma, Kansas, chairman of the expo board.

The expo will combine nine Kansas beef breed associations' annual spring shows and sales into one event lasting three days. In addition, there will be large industry related trade show, social hours, association meetings and much more.



WESTERN ART EVENT—Western Heritage Sale sponsors, Louis Pearce, Jr. (left), John Connolly, and Joe Marchman gather around artist Clark Hults and his painting "The Pink Parasol," which brought a record \$170,000 at the 1980 event. It was the highest price ever paid for a piece of contemporary western art. The 1981 Western Heritage Sale is set for May 15-16 at the Shamrock Hilton in Houston.

American Pork Congress

Nationally syndicated columnist George Will and Dr. Robert Schuller, proponent of "Possibility Thinking," are the scheduled speakers for the 1981 American Pork Congress, March 11-13, Bartle Hall, Kansas City, Mo. Will, who is a columnist for Newsweek magazine and whose Washington Post column is syndicated to over 30 newspapers, is the featured speaker at the Pork Congress luncheon on Thursday, March 12. Will is the recipient of the Pulitzer Prize for distinguished commentary, and a regular member of the Agromsky & Co. television panel. He also frequently appears on the television program, Meet The Press.

Schuller, whose syndicated church service, "The Hour of Power," is heard to an audience of three million, is the scheduled speaker for the Prayer Breakfast, Thursday, March 12.

EDITOR'S NOTE: Tax Corner is a column appearing the first week of each month in WLJ. Authors Daniel Japha and Ernest Panasci, attorneys at law with the Denver firm of Rothgerber, Appel & Powers, urge readers to discuss matters detailed below with their personal tax or law advisor.

By **DANIEL JAPHA** and **ERNEST PANASCI**
How many times have you told yourself that tomorrow you will see your

lawyer about preparing a will, but tomorrow never comes? One reason people put off having their wills prepared is that they may not know why they need a will. This month's column shows some reasons why you should have a will and some of the problems that can arise when a person dies without a will.

The following hypothetical situation deals with the inheritance problem of a very wealthy family. However, a will is necessary

regardless of the size of one's estate. At least one of the reasons for having a will stated below will apply to anyone reading this column.

Imagine, if you will, the consequences of Jack Ewing dying without having executed a will. In that case, Texas law would dictate the manner in which the Ewing fortune would be distributed to his heirs.

For example, Texas law may provide that approximately one-half of Jack's estate would be distributed to his wife, and the remainder to his children. However, Jack Ewing may not want his heirs distributed to his property in this manner. Perhaps Jack would like his wife to receive his entire estate and his children to receive nothing. On the other hand, Jack may want to divide the

property in an entirely different manner among his wife and some of his children. This example illustrates that if one dies without a will, he has no say as to how his property is distributed to his heirs.

The foregoing paragraph illustrates only one of the reasons for having a will. For instance, absent a will, the laws of the state in which you reside will determine whether an adopted child would inherit any property from your estate. Through a will, a parent can guarantee that an adopted child will or will not share in your estate.

One of the often-overlooked and primary reasons for having a will is the appointment of a guardian for minor children. This is extremely important for young families. If both parents die leaving minor

children, a court will have to determine who has the custody of the children. In addition to being costly and time-consuming, such a court procedure can often leave custody of your children to someone whom you would not ordinarily select. A will can specifically provide who will be responsible for your children if your spouse does not survive you.

The above discussion has described purely non-tax reasons for having a will. While sophisticated estate planning techniques are beyond the scope of this column, a will can be used to insure that the federal government does not receive more than its fair share of your estate. Generally speaking, through the use of a material deduction provision in your will, you can

give the greater of one-half of your estate or \$250,000 to your spouse free of any estate taxes. In addition, through the use of trusts, whether established during life or at death by provisions of your will, you can minimize the effect of estate taxes. By including appropriate provisions in your will, you can give a certain amount to minor children without paying estate taxes. Finally, your will can provide that at your death certain amounts will pass to charities, tax-free.

If you presently do not have a will, perhaps this column has motivated you to have one prepared. If you have a will which was prepared before 1976, have your will reviewed by your attorney to insure the will complies with recent changes in tax and other laws.

Packers join debate about beef grading

(Continued from page 1)
marbling, why shouldn't that beef be moved into the choice grade, Jay Spivak, general manager of Pepper Packing Co., said.

However, Cal Faello, WSMPA president, said that presently the consumer can already purchase lean beef at certain chain stores, which makes the reason for changing the grading standards questionable from a packer's standpoint.

"We presently have a marketing system that works for all kinds (yield-grades) of meat," Faello said.

The cattle industry wants a beef grading change because of present unprofitability, Faello said. If cattle feeders would market cattle at the right weights, there would not be a profit problem, he said.

However, one board member said that changing the grading standards to make it easier for cattle to grade choice with fewer days-on-feed would give cattle feeders an incentive to "ket cattle at optimum w.

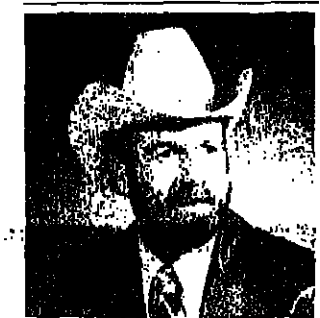
Many board members said that the adoption of yield-grading by the industry in the 1970s was an effort to "ball the cattlemen out" that was never successful.

They said, "lowering" the quality of choice beef could be a similar unsuccessful attempt.

"Why should we change the choice grade, which is

already acceptable to the public," said Paul Blackman of Acme Meat Co. "Our problem is one of economics," he said. "Let's not adjust the product for economics."

In order to make beef more competitive with pork, poultry and fish, leaner beef, produced more economically, could be marketed to consumers at a more competitive price, along with choice beef, which could increase beef consumption, one board member said.



PRESIDENT—Jerry A. Bogards of Pella, Iowa, was recently elected president of the American Maine-Anjou Assn. at the annual Maine-Anjou convention held in conjunction with the National Western Livestock Show at Denver, Colo.

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Weather to determine upcoming wheat price

Even though wheat prices declined steadily during January, a Kansas State University agricultural economist believes the overall wheat situation, dry conditions in the U.S. and the farmer-owned grain reserve should keep wheat prices from going much lower.

"A 'weather market' could easily send prices back to last November's highs," commented Orlan Grunwald of the Kansas Cooperative Extension Service. "This means that if the U.S. and other major world wheat producers have unusually good weather in the coming year, huge supplies could result. But more likely is a normal weather year, which would keep the world supply of the broad grain rather tight and strengthen wheat prices in the year ahead."

The 2.37 billion bu. 1980 wheat crop, combined with a 902 million bu. carryover from 1979 resulted in the largest U.S. supply of wheat in history. Grunwald pointed out. Nevertheless projected total use of U.S. wheat equalled production, so carryover on June 1 of this year is expected to be about the same as a year earlier.

The official estimate of winter wheat plantings shows a record 63.9 million acres, up 11% from a year ago. In Kansas, planted wheat acres are up eight percent, but the 1981 crop is expected to be about the same as the crop harvested in 1980, because moisture shortages are expected to decrease yields.

Worldwide wheat use is expected to be 436 million metric tons, leaving ending stocks of 76 million tons, the lowest level since 1976-1977. "Dividing stocks by use shows that worldwide wheat supplies on May 31, will be only 17% of use, the lowest level in 20 years," Grunwald said. "This low level should support wheat prices and make the market especially sensitive to crop conditions."

Grunwald said other important developments may affect the wheat market in the coming year. The farmer-owned reserve program, as of December 1981, allows wheat growers to place wheat in the reserve for an interest-free loan of \$3.50 a bu. Release and call levels are pegged at \$4.20 and \$5.25 a bu.; respectively. Storage payments are at 26.5 cents per bu. per year and can be collected for months in which the five-day moving average farm price falls below the release level.

"At present, only 263 million bu. of wheat are in the reserve, but this should help support prices in the coming months," he said. "If you didn't sell your 1980 crop wheat at last fall's higher prices, you may want to consider putting the grain in the farmer-owned reserve in anticipation of higher prices," Grunwald said.

Economist's prediction:

Meat prices to increase 18%

Retail meat prices are still expected to increase in 1981, but not as sharply or rapidly as many economists predicted a few months ago, said Ewen Wilson, director of economics and statistics for the American Meat Institute.

During its outlook conference late last year, Wilson said, the USDA predicted average meat prices would increase 18% in 1981, with a 14% increase in beef prices and a 28% increase in pork prices. He said he expects meat prices to increase as much as, or slightly more than, the consumer price index, which he projected would increase 12% in 1981.

Reports CNS, a more realistic evaluation of hog numbers became evident in the last USDA hogs and pigs report, which accounts for much of the difference in meat price projections, Wilson told the opening session of the Western States Meat Packers Assn. convention.

Affecting beef prices, he said, was the fact that U.S. experienced a severe reduction of its cow herd during the 1970s. Compared with 1976, Wilson said, total cattle slaughter in 1980 was down 20%. Cow slaughter in 1980 was down 50% compared with 1976, he said.

Although the USDA's Jan. 1 cattle inventory report showed a three percent increase in the total cow herd, despite a severe drought, it is doubtful this rate of rebuilding will continue unless cattlemen see some price improvement this year, Wilson said.

He said he expects total beef production for 1981 to be 21.7 billion pounds, an increase of one percent from 1980, although down 15% from 1976.

Beef will continue to be the dominant red meat, Wilson said, and economics will allow the cattle feeding industry to continue to operate much the same as it is now.

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Ft. Collins, Colo. — Centennial Livestock Auction
(formerly Farmers and Ranchers)
Selling 45 bulls — 1/2-bloods to fullbloods
Test Chairman: Bernie Brown — 308/297-3447

APRIL 16 — 1 p.m. SOUTHEAST CSA BULL TEST SALE
Lamar, Colo. — Lamar Livestock Commission Co.
Selling 40 bulls
Test Chairman: Bill Sparks — 303/326-5961

These bulls are all off an official bull test overseen by CSU Extension Service. They are all registered, fertility tested, Bangs and TB tested.

Auction Results

MONTANA POLLED HEREFORDS Great Falls, Mont., Feb. 19

35 1/2 bulls \$2,122
13 females 884
48 1/2 lots 1,817

Auctioneer: Eddie Sims
Sale Manager:
Kathleen Brownell

Bulls: Champion: BT Trans-

former 450L, 3/5/79 by BT Advancer 147G; Bearfoot Ranch, Columbus, to Wm. Dingwall Co., Drummond, \$5000. BT Security 416L, 1/27/79 by Advancer 228D; Bearfoot to Dream Ranch, Wallsville, Utah, and Jensen Polled Hereford, Ogden, Utah, \$4750. Sale included 1/2-lt JB842G Factor L29, 3/13/79 by PRL 582C Nad 842G; John E. Rice & Sons, Inc., Sheridan, Wyo., to Jack Lasich, Twin Bridges, \$4000. Vascovi L844, 3/25/79 by TM WSP Mesalin 166G; Vascovi Polled Hereford, Roundup, to Rockman's Cedar Ridge Ranch, Sidney, \$4000. Anchor King BL, 1/23/79 by CSR King Anxiety; Anchor Polled Hereford, Vaughn, to Triple S Ranch, Power, \$3000. Justamere 081 Mainline 203L, 3/21/79 by Victorious K47 081; Justamere Farms, Ltd., Lloydminster, Sask., to Wood River Ranch, Loma, \$3000. JR Adv Vleta L87, 4/8/79 by Advantage; John E. Rice & Sons to Carl Anderson & Sons, Great Falls, \$3000. And, TPR Norquin Adv 28L, 3/11/79 by Norquin Beau Perf 9D; Tonne Polled Hereford Ranch, Geraldine, to Van Horn Ranch, Geyser, \$3000.

Females: R5 Ranchette L20, 3/17/79 by HL 1 King Dom 71224; R5 Ranch, Carter, to Tom Myre, Valler, \$1750. Champion: C2 Westwindette 75M, 2/24/80 by C3 Westwind 98K; John Holden, Valler, to Curtice & Martin Polled Hereford, Florence, \$1800. 8PHC M8 Vindy 57J, 3/29/79 by MR K1 Herd-maker 0271; Schock Polled Hereford Co. Vida, to Sunny Slope Ranch, Fairfield, \$1000. Lady Vascovi, 9/31/79 by Justa Bob U81 409H; Vascovi to John E. Rice & Sons, \$1800.

There were nice results here

for the Montana Polled Hereford Assn. The event attracted some top cattle, and the cattle attracted top buyers. The sale moved along even better than it did one year ago.

— RALPH HEINEMANN

THE WORLD LIMOUSIN FUTURITY Sioux Falls, S.D., Feb. 3

21 purebred bulls \$3,479
19 percentage bulls 2,404
31 purebred females 3,006
8 percentage females 1,808
79 lots 2,666

Auctioneers: C.K. "Sonny" Booth and Bruce Brooks
Sale Manager: American Cattle Service

Purebred bulls: Mr Symbro 76L, 4/22/79 by SY Adventure, consigned by Symena Bros., Amherst, to Vilhoer Ranch, McIntosh, \$7600. JW Duke, 3/5/79 by Henchon, consigned by Lazy Brook Limousin, Spencer, Iowa, to Lyle Ireland, Scotland, \$8200. LB Golden Trophy 134L, 5/20/79 by Gilbratler, consigned by Yackley CMC Corp., Onida, to Bob Deyer, Monroe, Ga., \$4750.

Percentage bulls: Lookout Playboy 8137L, 4/8/79 by Iris, consigned by Lookout Limousin, Timberlake, to Mike Johanson, Sutherland, Iowa, \$5650. Mr. L7 978L, 4/27/79 by Gendarme, consigned by 7L Bar Limousin, Tukwano, to Triple T Bull Cartel, Kimball, \$3500.

Purebred females: Miss Guy 408L, 9/22/79 by Galant Guy GLR4G; consigned by James Linthicum, Jr., Welch, Okla., to Welas Limousin, Wallsville, Mo., \$20,950. Miss SU Fantastic 4M, 3/30/80 by Gilbratler, consigned by James L. Sutton, Onida, to Hudson Insurance Service, Spartan, Wis., \$7500. Miss L7 934L, 3/24/79 by Gendarme, consigned to L7 Bar Limousin, to 7H Ranch, Belle Fourche, \$5800.

Percentage females: Miss Vollette 9099L, 5/18/79 by Longfellow DDD 12D; consigned by Leonard Wull 8 Sons, Morris, Minn., to AC Limousin, Ida Grove, Iowa, \$2850. Miss Merve

247L, 5/16/79 by SU Joker DBC 1J, consigned by Marvin Moews, Highway, to H K G Farms, Howard, \$2150.

A standing-room-only crowd filled the ballroom at the Ramada Inn for this prestigious sale. An offering second to none was put before this large crowd for their appraisal. The top was set on a very stylish purebred black female that has been successfully campaigned by Jimmy Linthicum. The cattle sold into 13 states, and it was without a doubt a great sale.

— JAY PURCHASE

Indemnity change affects purebreds

Beginning today (March 2) indemnity payments for purebred cattle slaughtered because they were infected with brucellosis will be based on individual appraisals rather than the current system of a standing payment rate, the USDA said, according to CNS.

The change affects only purebred cattle and will be implemented because USDA said current indemnity rates are excessive. The department said that since June 1980, 30% of available indemnity funds have gone for purebred cattle, even though they represent only four percent of the cattle destroyed because of brucellosis.

Public comments on the new indemnity rates will be accepted until April 24, at which time the new procedures will be reviewed. Comments should be sent to the Deputy Administrator, USDA, APHIS Veterinary Services, Federal Building, Room 806, Hyattsville, MD 20782.

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Wednesday, MARCH 25
(Changed from March 7)

1 p.m. for Public Auction at Tri-State
Amarillo, Texas

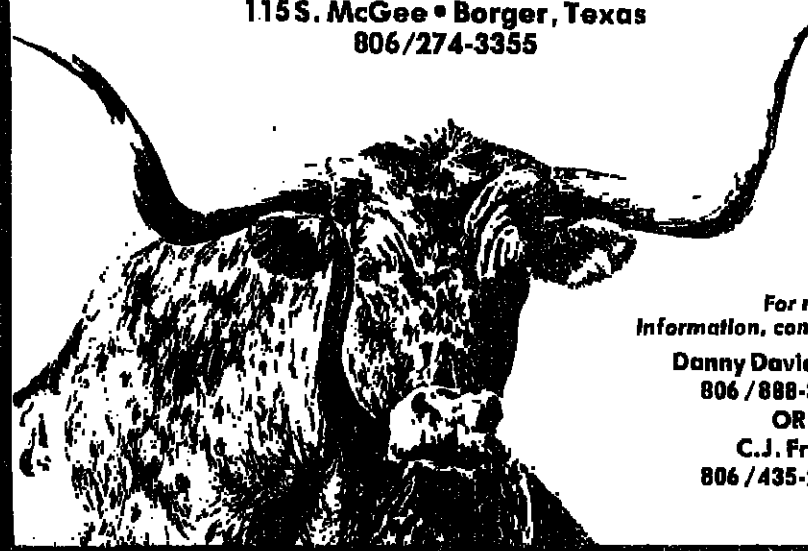
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Wednesday, March 18

1 p.m. at the ranch
Harlem, Montana

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81 Registered Angus

26 Two-year-old Bulls
30 Big yearling Bulls
25 Bred Heifers

Yearling weights taken 2/19/81 on Sanior Bull Calves
Over 1/2 weighed 1,000 lbs. or more!

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Auctioneer: Jim Baldridge

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Auction Results

THE BALDRIDGE PLACE CRACKER JACK ANGUS North Platte, Neb.

48 bull calves \$3,743
2 mature herd bulls 4,000
78 bred females 2,139
21 open heifers 875
104 lots 2,594

Auctioneer: Jack Parnell
Sale Manager: National Livestock Brokers

Tops: Baldridge Cracker Jack 800, 4/2/80 by Loma Lanes Cracker Jack 24, Frank Sotile, Donaldsonville, La. 24-111 \$30,000. Baldridge Cracker Jack 280, 3/2/80 by Loma Lanes Cracker Jack 124; Green County Angus Farms, Stillwell, Okla. 34-111 \$20,000. Baldridge Cracker Jack 290, 3/2/80 by Loma Lanes Cracker Jack 124; Opp Angus Farms, New Salem, N.D. \$20,000. JB Cracker Jack 720, 4/7/80 by Loma Lanes Cracker Jack 124; Doug Woods, Nampa, Idaho. \$11,000. JB Cracker Jack 590, 3/31/80 by Loma Lanes Cracker Jack 124; Miller Angus Farms, M. 2, Angus Farm, Burke Farms at Eastliff, S.D. \$10,000. Baldridge Cracker Jack 400, 3/14/80 by Loma Lanes Cracker Jack 124; Valley View Angus, Harlan, Mont. \$8000. Baldridge Cracker Jack 900, 5/16/80 by Loma Lanes Cracker Jack 124; Black Diamond Angus, New Castle, Va. \$8500.

Females: Queen Blackbird 1199, 3/21/78 by Loma Lanes Cracker Jack 124; Bear Creek Angus, Cameron, Mont. \$23,000. Baldridge Blackbird 812, 4/7/78 by Happyvale Marshall Price 0130; Dr. Lee Miller, Woodburn, Mo. \$8850. Miss Chole 3321, 3/21/79 by Happyvale Paul Bunyon; Gale Gerdal, Wilcox, Neb. \$5000. Erica of Wetonka 937, 3/7/79 by Happyvale Paul Bunyon; John DeGgers, Trion, Neb. \$4500. Baldridge Plover 942, 3/21/79 by Happyvale Marshall Price 0130; Roland Hotberg, Maxwell, Neb. \$4100.

The Baldridge family enjoyed a tremendous sale this year on a top set of cattle. A large crowd gathered to take part in the selling of the grand and the

reserve grand champion pen of three bulls recently named by these top Cracker Jack sons at the 1981 National Western. These six calves set the pace for the day, and the momentum carried throughout the sale. This outstanding offering of predominantly "Cracker Jacks" and "Mighty Marshalls" sold into 14 states.

JAY PURCHASE

ANKONY SHADOW ISLE ANGUS Minatare, Neb., Feb. 20

98 bulls \$1,628

Auctioneer: Jim Baldridge

Tops: Ankonian Winton 17139, 3/12/78 by Bon View Winton 1342; Twin Butte Angus, Crook, Colo. \$6500. Ankonian Winton 9F299, 4/14/79 by Bon View Winton 1342; Elsenbeitz Angus, Bowdler, S.D. \$5000. Ankonian Dynamo 724P9, 4/11/79 by Ankonian Dynamo; Delatour Land and Cattle, Lewellen, Wyo. \$4000. Ankonian Winton 758A9, 5/12/79 by Bon View Winton 1342; Booth's Cherry Creek Angus, Veteran, Wyo. \$4000. Ankonian Nugget GK69, 2/3/79 by Ankonian Nugget; Booth, 33900. Ankonian Winton AS559, 4/3/79 by Bon View Winton 1342; Elsenbeitz, 33800. Ankonian Winton GW028, 9/11/78 by Bon View Winton 1342; Mevin R. Jones, Polaboro, Texas. \$3100. Ankonian Dynamo 719N9, 3/25/79 by Ankonian Dynamo; Brackett Livestock, Rogerson, Idaho. \$3000. Ankonian Northern 11329, 2/21/79 by Blackfoot Mohenny 13Y; Bob Hinn, Lakeview, \$3000. Lot 113, unregistered bull, Dean Brinkman, Erickson, \$2000.

This was a volume offering of top quality Angus bulls that included the Ankonian carload of bull shown in Denver at the National Western. The carload of bulls were very well received by the buying crowd, as the 12 bulls averaged \$3187. The crowd was somewhat on the modest size, however, they liked the offering and bid readily. The bulls in this sale were consistently some of the biggest and heaviest bulls

that will be sold in this area this spring. The crowd was mostly commercial cattlemen with a few purebred breeders interested in the herd bull prospects.

JERRY YORK

PETE KNUSTON HEREFORDS Clyde Park, Mont., Feb. 24

24 bulls \$1,883
6 senior bull calves 1,250
16 junior bull calves 1,203
48 total lots 1,480

Auctioneer: Pat Goggins

Bulls: L1 Domino K042, 3/11/79 by L1 Domino 75001; Bradshaw Cattle Co., Miles City, \$4200. L1 Domino K016, 3/28/79 by L1 Domino 75001; Oile Kukla, Meeteetse, Wyo. \$4100. Bold Mischief K010, 4/14/79 by DH66 Misch K147; Bradshaw, \$2500. L1 Domino K024, 3/28/79 by L1 Domino 75001; Kukla, \$2400. Spice Domino K0158, 2/3/80 by CH Domino 325; Pete Bomhomme, Livingston, \$2200. Lin Mischief K080, 2/27/80 by RC Mischief K086; Walter Ukkie, Roberts, \$2000. Lin Mischief K0190, 2/24/80 by RC Mischief K086; Gary Lay, Luther, \$2000. Bold Mischief K0120, 4/6/79 by K4 65 Misch K147; Keith Winter, Cartwright, N.D. \$2000. Lin Mischief K0176, 1/31/80 by RC Mischief K086; Roeddeke Cattle Co., Cartwright, N.D. \$1900.

Prices for the very best kind were strong for Pete and Karen Knuston today; however, for bulls of just a little lesser kind, these prices fell back some from one year ago. Those buyers on the seats were cautious. They were not ready to do so without consideration and some hesitation. They approached this sale in a way that would leave the observer with the impression that they were feeling their way along hour by hour, day by day, in a marketplace that they were unsure of.

—RALPH HEINEMANN

Temptation is an irresistible force at work on a movable body.

Texas Red Angus

3rd Annual Spring Special

Saturday, March 14

1 p.m. • West Livestock Auction • West, Texas

50 Top Performing Females

will be crossing the sale block, bred cows with calves, bred and open heifers. Advantages of these superb RED ANGUS females cannot be overlooked such as solid red color, reliable and factual performance history, no cancer-eye, polled heads, excellent mother-cows, docile temperament and dependable female cycling.

4 Outstanding Herd Bull Prospects

will be offered in this SPRING SPECIAL. These bulls with reliable fertility will pass on to their calves, calving ease (reduce first-calf heifer losses) gainability and carcass quality.

MR. CATTLEMAN This is your opportunity to buy top animals to add to your herd or to start a registered herd with top performance tested seed stock.

Auctioneer: Charles Rollins

For more information, contact:

Sale Manager
George Baechtle 214/872-6714
Box 235
Emhouse, Texas 75110

Texas Red Angus Assn.
Tim C. Bauer, pres., 713/296-2804
Rt. 1, Box 485
Winnin, Texas 77685

Serving the livestock industry since 1922 — Western Livestock Journal

SUTTON, THOMAS & LEVINS

BREEDERS OF Simmental CATTLE

8th Annual
Simmental Bull Sale
Tuesday, MARCH 10

1:30 p.m., Highmore Livestock Exchange

Highmore, South Dakota

Selling 90 Simmental Bulls
20 Coming two-year-olds
20 Purebred and Fullblood (several polled)
50 Percentage Bulls

Featuring: The progeny of Polled Pattern and Bar 5 Crusade ... Plus many bulls sired by other well known sires.

First place Get of Sire—Kansas City Royal and South Dakota State Fair. Sired by Polled Pattern. Bull on left sells—he had a 88 lb. birth wt., 721 weaning wt. and 1525 adjusted yearling wt.



A polled 3/4 son of Polled Pattern. Adj. weaning wt. 692, ratio 117, yearling wt. over 1200. Also selling a polled purebred son of Polled Pattern with a weaning wt. of 775, ratio 129. A real herd sire prospect.

Performance Records On All Bulls
Sooner or Later you'll be using Simmental Bulls.
Why not use the best?—A Simmental Bull from Sutton, Thomas and Levins

Write for catalog
Harry Thomas
Harold, SD. 57538
605/973-2417

Meet Sutton
Apr. 8, D. 57520
605/264-5433

Market Roundup:

Inconstant market holds cloudy future

THE MOOD ON THE floor of the Chicago Mercantile Exchange was nervous as many traders evened up positions. They apparently suspected the details of President Reagan's federal budget cuts, tax breaks and overall economic planning could be market moving and did not want to get caught on the wrong side.

At face value, the cuts would seem to diminish consumers' ability to buy meat—a likely bearish influence for livestock and meat futures. An additional problem in the already-shaky demand side of the meat price equation would likely mean lower cattle, hog, chicken and pork prices, in both cash and futures trading.

AMARILLO STEERS MD. frame 300-400 lbs. \$79-83; 400-500 lbs. \$75-79; 500-600 lbs. \$70-75; 600-700 lbs. \$69-72; 700-800 lbs. \$68-70; 800-900 lbs. \$67-71; 900-1000 lbs. \$66-68; 1000-1100 lbs. \$65-67; 1100-1200 lbs. \$64-66; 1200-1300 lbs. \$63-65; 1300-1400 lbs. \$62-64; 1400-1500 lbs. \$61-63; 1500-1600 lbs. \$60-62; 1600-1700 lbs. \$59-61; 1700-1800 lbs. \$58-60; 1800-1900 lbs. \$57-59; 1900-2000 lbs. \$56-58; 2000-2100 lbs. \$55-57; 2100-2200 lbs. \$54-56; 2200-2300 lbs. \$53-55; 2300-2400 lbs. \$52-54; 2400-2500 lbs. \$51-53; 2500-2600 lbs. \$50-52; 2600-2700 lbs. \$49-51; 2700-2800 lbs. \$48-50; 2800-2900 lbs. \$47-49; 2900-3000 lbs. \$46-48; 3000-3100 lbs. \$45-47; 3100-3200 lbs. \$44-46; 3200-3300 lbs. \$43-45; 3300-3400 lbs. \$42-44; 3400-3500 lbs. \$41-43; 3500-3600 lbs. \$40-42; 3600-3700 lbs. \$39-41; 3700-3800 lbs. \$38-40; 3800-3900 lbs. \$37-39; 3900-4000 lbs. \$36-38; 4000-4100 lbs. \$35-37; 4100-4200 lbs. \$34-36; 4200-4300 lbs. \$33-35; 4300-4400 lbs. \$32-34; 4400-4500 lbs. \$31-33; 4500-4600 lbs. \$30-32; 4600-4700 lbs. \$29-31; 4700-4800 lbs. \$28-30; 4800-4900 lbs. \$27-29; 4900-5000 lbs. \$26-28; 5000-5100 lbs. \$25-27; 5100-5200 lbs. \$24-26; 5200-5300 lbs. \$23-25; 5300-5400 lbs. \$22-24; 5400-5500 lbs. \$21-23; 5500-5600 lbs. \$20-22; 5600-5700 lbs. \$19-21; 5700-5800 lbs. \$18-20; 5800-5900 lbs. \$17-19; 5900-6000 lbs. \$16-18; 6000-6100 lbs. \$15-17; 6100-6200 lbs. \$14-16; 6200-6300 lbs. \$13-15; 6300-6400 lbs. \$12-14; 6400-6500 lbs. \$11-13; 6500-6600 lbs. \$10-12; 6600-6700 lbs. \$9-11; 6700-6800 lbs. \$8-10; 6800-6900 lbs. \$7-9; 6900-7000 lbs. \$6-8; 7000-7100 lbs. \$5-7; 7100-7200 lbs. \$4-6; 7200-7300 lbs. \$3-5; 7300-7400 lbs. \$2-4; 7400-7500 lbs. \$1-3; 7500-7600 lbs. \$0-2; 7600-7700 lbs. \$-1; 7700-7800 lbs. \$-2; 7800-7900 lbs. \$-3; 7900-8000 lbs. \$-4; 8000-8100 lbs. \$-5; 8100-8200 lbs. \$-6; 8200-8300 lbs. \$-7; 8300-8400 lbs. \$-8; 8400-8500 lbs. \$-9; 8500-8600 lbs. \$-10; 8600-8700 lbs. \$-11; 8700-8800 lbs. \$-12; 8800-8900 lbs. \$-13; 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CLASSIFIED

... SHORT CUT TO PROFITS

ADVERTISING RATES
BY THE WORD: 50 cents per insertion with a 10% discount if ad is ordered for 3 times. Count as one word each initial, abbreviation, whole number and phone number. hyphenated words as two. Minimum charge of \$100.
BY THE LINE: \$23.00 per column inch per insertion with a 10% discount if ad is ordered for 3 times. 15% discount if ad is ordered for 6 times.
NO CASH DISCOUNT FOR PAYMENT IN ADVANCE FOR EITHER WORD OR DIS PLAY ADVERTISING.
MAD RATES: \$1.00 more per insertion for having a bold face headline and your signature in bold face type. Word ads only.

CONDITIONS
BLACK AND WHITE ads only. No photographs or reverses.
EMPLOYMENT WANTED ads must be paid in advance.
DEADLINE: 4:00 p.m. Tuesday for issue mailed Friday and dated the following Monday.
LIABILITY: Advertiser is liable for content of advertisement and any claims arising therefrom made against the publication. Publisher is not responsible for errors in phone ads. Publisher reserves the right to refuse any advertising not considered in keeping with the publication's standards.
COMMISSIONS: Classified advertising is NOT agency commission territory.

WESTERN LIVESTOCK JOURNAL

Barbara Wyckoff, Editor
Classified Ad Mgr.
4th Floor
Livestock Exchange Bldg
Denver, CO 80216
PHONE: 303/623-2800

DO NOT PHONE in response to blind ads. Advertiser's names and locations are confidential. Write, showing Ad Dept. No. and your telephone and your reply will be promptly forwarded.

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- 2B Custom Service
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- 4 Semen
- 5 Cattle
- 5A Livestock Equipment
- 5B Exotic Animals
- 6 Goats and Sheep
- 7 Hogs
- 7A Poultry
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- 25 Trucks and Autos
- 25A Trailers
- 26 Land and Forest
- 27 Women's Interest
- 28 Van's/Supplies
- 28A Miscellaneous
- 28B Travel

EMPLOYMENT WANTED

HUSBAND AND WIFE desire ranch work. Log Drifter in mechanics and business management. 18 years of ranch and farm experience. New Mexico and dependability. P.O. Box 181, Ambury, WA 98801.

FULLY QUALIFIED rancher desires position on ranch as manager or foreman. Absentee owner. Selling ranch. Willing to relocate. New Mexico. Northwestern Colorado. Don Mangum, Rt. 1, Sumner, TX 75488. Phone: 214/785-2279.

RANCH POSITION wanted. Cow/calf raiser. Man or woman. Know cattle and horses. Honest, dependable, trustworthy. Prefer Colorado and surrounding areas. Commendable references. 8 a.m. to 6 p.m. call: 303/772-4435, ask for Joe Patrick.

MARRIED MAN, 26, seeking long term employment on commercial cow/calf operation, preferably in desert location. Have own horse. Experienced in fencing, calving, doctoring, shoeing and feeding. Reasonable salary or request. Write Ad Dept. 541 c/o WJL.

COWCALF FOREMAN

With 14 years experience in all phases of breeding program to include both practical cow/calf and feeding and technical artificial insemination and genetics. CALL: 209/246-8802 or 209/246-9231.

HELP WANTED

GIRL FRIDAY, housekeeper for registered/commercial Hereford ranch. Call: 209/722-1355.

OPPORTUNITY for couple on cow/calf operation. Daniel, Wyoming area. Must have experience. Call: 307/276-3219.

NEEDED PEN riders. Experienced. Good reputation. Call: 408/675-3604, speak with Roger VanHorn.

MAN WANTED for purebred Hereford ranch in northwest. Experience needed in A.I., fitting sale cattle. Send resume and references to Ad Dept. 543 c/o WJL.

ASSISTANT RANCH foreman needed for 7,500 acre ranch northern New Mexico. Salary commensurate with experience and ability. Write Ad Dept. 545 c/o WJL.

WANTED: Retired couple for ranch in central Wyoming. Woman to cook for crew, husband for yard work and handyman. Must be clean. 307/738-2257.

WANTED: MATURE, capable man for permanent ranch work. Must be self-starter. Experienced in flood irrigation, know cattle and horses. Send inquiries to: 765 Steele St., Craig, CO 81625.

WANTED: Custom farmer for clearing, turning, planting 50 acres alfalfa. Remote ranch, good roads. Small tractor and some attachments. No cash. No phone. Trade steers or cash. No phone. Rachel St. Rt. 52, Alamo, NV 89001.

NEED MATURE family man with extensive A.I. knowledge and good background in animal health. For work on registered Angus operation in western Nebraska. Call: 308/783-2121, daytime; 308/783-2080, nighttime.

MECHANIC SEEKING employment on farm or ranch. 25 years experience. Will handle parts and records. Can cook. No children. Call: 209/464-8140.

TWO LADIES would like a job on ranch. Cooking, housekeeping, light bookkeeping, light outside work. In reply, we would like to know duties and salary. Write Ad Dept. 547 c/o WJL.

EXPERIENCED RANCH manager available. Long term commitment on progressive cattle operation. Sober, family man, hard working. With experience and qualifications in all phases. Resume available on request. Write Ad Dept. 539 c/o WJL.

HELP WANTED

Married man, A.I. doctor and leading. House and utilities provided. Salary commensurate to experience. Only top men need to apply! PHONE: 303/841-5337

TOP EASTERN

Great Dane kennel needs live-in kennel manager. Experienced. Must live. No dogs. Separate quarters provided. House. Southwestern Connecticut rural area. References and picture required. Reply to: N.C. Draper, 108 Old Stagecoach Rd., Ridgefield, CT 06877. Phone: 203/438-2428. Monthly salary.

EXPERIENCED RANCH MANAGER

For southern Idaho registered Hereford and farm operation. Must be capable of showing sale cattle and all practical ranch management. Top salary, insurance, house and utilities. Please send resume to: Ad Dept. 548 c/o WJL

ALL AROUND MAN

or couple for remote mountain ranch. Will do stock, horse, sheep, cattle, etc. (or) NO HEAVY DRINKING. Trailer, laundry, meals, salary. No TV, no phone. Must like dogs. Ranch owner. Good future for those who can do it. Work hard. If you cannot work out in the hills, do not apply. Rachel St. Rt. 52, Alamo, NV 89001.

EXPERIENCED HERDSMAN

For 600 production tested beef cows in midwest. 2 production sales per year. 2 registered Spanish Horses, utilities, beef and insurance program. Must be a good judge of beef cattle and have experience in managing them. Send references and resume to: Ad Dept. 544 c/o WJL

SEMIN

Basco Pureblood Basco Semen: \$2.00 per Ampule. Purchase direct from the developer. Bud Basco P.O. Box 4257, Burlington, CA 94710. PHONE: 415/942-8893

CATTLE

REGISTERED ANGUS: One yearling bull, one 2-year-old, Canadian lines, 916/663-2260. Ask for Terry.

RED BRAHMAN BULLS Fertility tested. Registered, big boned and stretchy. Jack Cunningham Mountain Home, TX 78058. PHONE: 512/866-3392

BRANGUS BULLS FOR SALE 22 Registered 2-year-old Brangus bulls. PHONE: 817/335-4261 or 824-7523

MAINE-ANJOU Selling 10, registered, 3, 4 and 5-year-old bred cows. Most heifer calves will be purebred. Clavering Hill Cattle Co. Davis Olson 10488 Crothers Rd. San Jose, CA 95127. PHONE: 408/251-7384

HOLSTEIN SPRINGFIELD heifers, open and bred heifers. Holsteins and beef cross calves. 20 to 24 weeks old. Delivered to your farm on 2000 lbs. of milk. 715/723-1171, office: 723-9158, residence.

BRAHMAN'S Registered Manso Bloodlines 45 Coming 3-year-old bulls Some Registered All Top Quality 67 Mature Cows Calves in Spring Near Texas/Kans. PHONE: 501/772-7675 512/824-4587 FERGUSON CATTLE CO.

LIMOUSIN BULLS: Purebred and percentage. Varieties of color and cross. Excellent breeding age bulls 1,200lb., 90% by same sire. Simmons Farms, Eldon, Missouri. 314/392-4394; 302-4081; 392-9613.

HERD DISPERSAL DUE TO RANCH SALE

92 Registered 1/2 blood Limousin cows ages 3 to 8, and 13 registered 3/4 blood Limousin cows. 2-year-old heifers. All A.I. bred to top Limousin bulls. Performance tested herd. Large farm, 1,250 lbs. cows due to start calving April 12th. Francis Blake Hereford, Colorado. PHONE: 303/496-2364

DAVIES SIMMENTALS

The Brand for Performance Tested Range Bulls For Sale DAVIES SIMMENTALS Box 159 Deer Trail, CO 80104 PHONE: 303/822-5341

FOR SALE

Registered Brangus bulls coming 2-year-olds and yearlings. Some out of Wye cows and Rex Carter 1/2 blood bull. Also, 10 registered Wye bred Angus cows bred to Shoshone Titan FDS60 son. Average age of cows 6 years old. 7 registered Brangus cows average age 4 years old. Bred to one of the top sons P.W. George Boy 228. All cows are pregnancy checked and vaccinated.

HONEY CREEK BRANGUS

Bob Helding Auburn, NE 68305 PHONE: 402/274-4422

COWS FOR SALE

275 B.V. Simmentals cross mountain range cows, bred to registered Hereford and registered Simmentals bulls, pregnant calves. Top quality, all shags, calving February and March. Sell now or will calve out for spring delivery. Will sell 12 registered, 2-year-olds. Call: 509/897-8584, before 7:00 a.m. or after 7:00 p.m.

ZR-COX HEREFORD SALE

at Cliff, New Mexico March 14th, Saturday, 1:00 p.m. Range Raisers - Mountain Ready - Rock Hard - Practical Cattle 80 Bulls All are practical production tested cattle that have proven they got the job done in rough country. All clean pedigreed, guaranteed. Auctioneers: Arkie Klehne, Socorro, New Mexico For information and catalogs, contact: ZR HEREFORD RANCH Box 0, Santa Rosa, NM 88435 PHONE: 505/472-5141 JAY COX RANCH Box 104, Winslow, NM 87443 PHONE: 505/884-4804 or 884-4250

20 ANGUS BULLS

Long yearling and coming 2-year-olds. 20 Angus bulls, 14 to 16 months old. 38 registered Brahman ABBA cows 3 to 10 years old. Owens Ranches, 916/486-3866.

FOR SALE

30 Halfblood Limousin cows bred for spring calves. PHEASANT HILL LIMOUSIN RANCH PHONE: 918/265-6626 If no answer: 918/265-5162

LONGHORN BULLS FOR SALE

For heifers or cows. No MAGEE, Danville, California 415/427-7228

CATTLE

BRANGUS BULLS Hocky Jooline, hard sired, 6 years, 4 range bulls, age 14 to 16 months. 38 registered Brahman ABBA cows 3 to 10 years old. Owens Ranches, 916/486-3866.

REGISTERED RED ANGUS Cows, heifers and bulls PHONE: 303/888-3558

SHORTHORN 8, Shorthorn and Polled Shorthorn yearling bulls. Semantics. ed. Ready to work for you. MJ RANCH Oakdale, California PHONE: 209/881-3365

TRY CLASS ADS

HOLSTEIN BOYS Good quality calves 216 to 250 pounds. Thin, good bone, healthy, fully vaccinated. All black baldies and Hereford weighed and delivered on approval. K-B CATTLE CO. Milton, Kansas PHONE: 316/456-2838

FOR SALE

Top quality, 2-year-old Simmental Range Bulls FAXON SIMMENTALS PHONE: 503/928-3478 Philomath, OR 97370

FISCHER RANCH

Virginia Dale, Colorado Wellington, Colorado Excellent, growthy, percentage Simmental range bulls available at private treaty. Bulls available from Hereford, Angus, Black and Baldie and part Charolais base cows Troy Belyeu, Foreman PHONE: 303/568-3895

HIGH ALTITUDE BLACK BALDIE COWS FOR SALE

Approximately 125 head of running age cows, including a high percentage of second calf heifers, all bred to Extreme Tibbles Hereford bulls. Ideal for crossing with exotic bulls. Cows born and raised at Kronmilling, Colorado and have had all shots, including immediate vaccination against Scour. Due to calve the last week in March. Grady Culbreath PHONE: 303/724-3668

ANGUS BULLS

Full 2-year-olds and fall yearlings from proven A.I. sires. Light birth weight, pattern tested. Donners Registered Angus Ranch, 918/865-3063, Orland, California.

CLUB CALF COWS

For sale: limited number of Charolais and Chianina crossbred cows. These cows have the frame and growth needed to produce top quality calf calves. Bred to fullblood Simmentals. Some, start calving in February. Some, top selected, open to placement. Simmental cross heifer calves for sale. Reasonably priced. RED RIVER FARMS Office: 714/922-2617 Home: 922-8784

BRAHMAN BULLS

Yearlings and 2-year-olds. Full bloods will sire the goat. F. last growing calves. BRANGUS BULLS Yearlings and 2-year-olds. AVON DAVIS 13870 Ave. 25, Chowchilla, CA 93619. 209/685-2273

FOR SALE

Registered 35 BRANGUS BULLS, 20 HEIFERS breeding age. SEVERAL MATURE BRED COWS. Excellent quality. PHEASANT HILL LIMOUSIN RANCH PHONE: 918/265-6626

CHEROKEE SANTA GERTRUDIS

Polled semen from Cherokees the Governor and Cherokees Galaxy. Also, horned and Polled bulls and Females. Come and Visit CHEROKEE RANCH Sedalia, Colorado. Twest Kimball, Owner 20 miles S. Denver - Hwy. 85 PH: 303/888-4800

SHORTHORNS

Producing modern beef through the use of the world's largest genetic base. Get all the facts in the national best-selling magazine - SHORTHORN COUNTRY, Dept. L, 8288 Haskell St., Omaha, NE 68124.

REGISTERED BRAHMAN CATTLE

Bulls and cows. All ages, red and grey. Some Polled also F1. L Bar W Land & Cattle Co. P.O. Box 839 Hollister, CA 95023 PHONE: 408/837-6870 209/722-5577 408/837-0449

BLIND BOX ADVERTISERS

Display ads, include \$2.00 PER INSERTION for cost of forwarding replies. Want To Raise Club Calves? Most efficient feeders or top producing females. Come to the ranch and see our bulls: Simmental (some Polled), Limousin (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent feed tests. DOIG RANCH Madera, California PHONE: 209/673-1153

LEAVE YOUR COWS

You will get back 3 registered cows for every cow you lease or average 30 to 60% annual return on your money. NO RISK. Write for Brochure THE COW-MAN CO. Box 26, Welsch, ID 83672

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You will get back 3 registered cows for every cow you lease or average 30 to 60% annual return on your money. NO RISK. Write for Bro

PACIFIC Farms and Ranches 13

TEHAMA COUNTY: good, 115 irrigated acres, reservoir, 3 large barns, good corrals, fenced, nice, 3 bedroom home, \$315,000. Terms: Hotgood Realty, 918/824-2198.

20 ACRES
WHIDBEY ISLAND, WASHINGTON
13 Acres forest, orchard, fenced, now barn with 2 bedroom apartment. Home site with view. 2 miles to Oak Harbor. \$175,000. Owner: P.O. Box 28, Oak Harbor, WA 98277.

TEHAMA COUNTY: 425 acre ranch, 80 irrigated, dry farm balance, 2 large barns, equipment, building, equipment, fenced, large, 3 bedroom home, guest house. \$575,000. Terms: Hotgood Realty, 918/824-2198.

PINE TREE REALTY
208/784-1000
658 West Grand
Portland, OR 97207
In Northern California
Manager: Bo Lacue
918/865-5105
Office at the Ranch—County
Roads 20 and KK, Orland, CA
95963

BLIND BOX ADVERTISERS: By the word ads include 5 additional words AND count \$2.00 PER INSERTION for the cost of forwarding copies.

CENTRAL OREGON HORSE RANCH
53 Level acres, new 70'x120 ft. 18 stall barn, 18'x32 ft. veterinary and tack room. All stalls have large runs, hot walker, plenty of room for private training track. 42 acres irrigation. \$275,000 with terms. Trade for trucks, airplane, cash or 7 Agent owned.

ERA Realty Center
326 N.E. Hawthorne, Bend, OR 97701
PHONE: 503/389-7760; Evenings, 603/447-3561

SOUTHEASTERN OREGON
315 Acres, home plus extra quarters, 2 large meadows, year around creek and springs. Sportman's paradise. Deer, game birds, fishing. \$250,000.
JAN MORGAN REAL ESTATE
Phone: 503/447-4800 or evenings, Linda Middlebrooks, 503/447-4204.

NORTHERN CALIFORNIA—SISKIYOU COUNTY
313 Acres ranch, 190 acres alfalfa, 80 acres field corn. Completely fenced, 3 pumps, 5 wheel lines, underground mainlines. Large barn, corrals and numerous outbuildings. Beautiful Scott Valley setting. \$885,000.
Small ranch, 66 acres, 22 acres in alfalfa. Irrigation well, pump and underground mainlines. Nice mobile home and large barn. \$198,000 with owner financing.
TANKERSLEY & BALLOW REAL ESTATE, INC.
P.O. Box 804, Fort Jones, CA 95632
PHONE: 916/488-2349

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CLIP AND MAIL

CLIP AND MAIL

PACIFIC Farms and Ranches 13

WHEN CONSIDERING selling or exchanging your ranch in central or northern California, contact: Cloverleaf Realty, Century 21, Cloverleaf Realty Co., Inc. 389 W. 51, Oakdale, CA 95361. Phone: 209/847-1731.

480 ACRES
Under circle irrigation free water. 640 acres sub-irrigated, all in pasture grass. Two, 8 and 10 acre tracts and creek. Excellent bird hunting. \$550,000.
PHONE: 509/488-5108 or 488-2395

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Let Them Work For You!

SURROUNDED BY OAKS
14.5 Acres with superior, 3 bedroom, 2 bath mobile home, fruit trees, decking, outbuildings and more. \$98,500. For information, write: Kim Ruiz, Harrigan & Associates, 805 5th St., Lincoln, CA 95648.

RAY COX, Realtor
"YOUR LAND MAN"
Specializing in the sale and exchange of western farms and ranches.
Box 528, Peskewa, CA 95974
PHONE: 918/833-5560
"Anytime"

PEELMAN REALTY
3515 W. American Ave.
Fresno, CA 93706
PHONE: 208/485-4430

CLEMENTS HORSE RANCH
105 Level to rolling acres. Well located in an area of other fine ranches. Charming, remodeled farm house, numerous barns, paddocks, irrigated pastures, excellent fencing. Professionally landscaped. A show place for the serious breeder. Priced at \$1.5 million.

MIMI GRAVES, Realtor
Equestrian Properties
A Speciality
P.O. Box 2166
Walnut Creek, CA 94595
PHONE: 415/839-8300

FOR SALE: Near Anderson, California, 140 acre ranch with 2-year-old double wide coach, 10 acre growing barn, bear barn, 22 isolates, waste pond, some fenced pasture, \$150,000. \$35,000 down. Balance interest only 12 1/2%. Balloon 5 years. Principals only. Phone: 415/883-3383.

PACIFIC Farms and Ranches 13

NOVOTNY'S DOUBLETREE REALTY
Specializing in Ranches-Farms-Dairies Sales & Exchanges
Rose Novotny, Broker
Ray Novotny, Salesman
2022 SW 4th Ave.
Ontario, OR 97114
PHONE: 503/881-1441 or Eves., 503/282-3294

TRAINING STABLE
Beautiful ranch house on 10 usable acres. Everything the horse trainer needs. Barns, stalls, paddocks, indoor and outdoor arena and more. \$225,000. For brochure, write: Ron Barrington, Harrigan & Assoc., 805 5th St., Lincoln, CA 95648.

CALIFORNIA'S FINEST CATTLE RANCH
13,000 Acres with 3,000 acres lease land Monterey county, 3 beautiful homes, plus splendid improvements. Large oak tree, year around creeks, springs and ponds. Good carrying capacity and rainfall. Abundance of deer and wildlife. \$375 per acre. Terms.

EL RANCHO REALTY, INC.
1002 Elaine, Caldwell, ID 83605
PHONE: 208/454-8668
David L. Putnam, Broker

CATTLE FEEDERS DREAM
480 Acres, 375 irrigated. Good productive soil, 1,000 head feedlot with good drainage. Large machine shop with additional storage and office. Nearly new, 4 bedroom home, beautiful setting. Close in to Boise. Price: \$750,000. Terms available.

ROW CROP
1,280 Acres, raise potatoes, sugar beets, beans, grain, etc. Totally sprinkled, highly productive. Terms available. Price: \$2,680,000. Consider trade.

IDAHO PROPERTIES CO.
326 N. Orchard
Boise, ID 83709
PHONE: 208/375-3750
Elden E. Gray
Evenings, 208/375-0891

INTERMOUNTAIN Farms and Ranches 13
898 DEEDED ACRES in Lemhi Valley, Lemhi County, Idaho. Good water rights, 4 bedroom, older home. Good outbuilding. Operation Turnovered horse ranch plus 200 head cows. Outside range rights. Price: \$1,100,000. Terms. Contact: Frontier Realty North, Box 920, Salmon, ID 83467. 208/756-3180. Also, good selection of ranches large and small.

INTERMOUNTAIN Farms and Ranches 13

60'x150' INDOOR ARENA with attached, 3 bedroom home. 40 stalls on 2.7 acres. On major highway. 801/752-5897.

CATTLE RANCH
4,880 Deeded acres contiguous to BLM and forest. Irrigated hay and pasture land. Year around creek through headquarters. 3 homes. Mild winters, good grass and water. Rated at 800 animal units. PRICE: \$1,200,000 including all equipment.

CARL SMITH
Bake Young Realty
P.O. Box 980, Nampa, ID 83851
PHONE: 208/466-3524

IDAHO OPPORTUNITY
Large Diversified farm and cattle ranch in south central Idaho. Farm has approximately 800 acres of top land. Last year the crops were sugar beets, beans and alfalfa. 5 pivot sprinklers. Ranch end runs 750' on state losses, BLM and stoned ground. 800 head feedlot, a sets of improvements. Owner would exchange down to a smaller cattle ranch or steer operation. Owner has \$1,000,000 equity. An exchange would require \$200,000 in cash. Price: \$2,600,000.

EL RANCHO REALTY, INC.
1002 Elaine, Caldwell, ID 83605
PHONE: 208/454-8668
David L. Putnam, Broker

PEELMAN REALTY
3515 W. American Ave.
Fresno, CA 93706
PHONE: 208/485-4430

CLEMENTS HORSE RANCH
105 Level to rolling acres. Well located in an area of other fine ranches. Charming, remodeled farm house, numerous barns, paddocks, irrigated pastures, excellent fencing. Professionally landscaped. A show place for the serious breeder. Priced at \$1.5 million.

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A Speciality
P.O. Box 2166
Walnut Creek, CA 94595
PHONE: 415/839-8300

FOR SALE: Near Anderson, California, 140 acre ranch with 2-year-old double wide coach, 10 acre growing barn, bear barn, 22 isolates, waste pond, some fenced pasture, \$150,000. \$35,000 down. Balance interest only 12 1/2%. Balloon 5 years. Principals only. Phone: 415/883-3383.

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Western Livestock Journal's CLASSIFIED CORRAL Handy Order Form.
Mail this coupon to: The Classified Corral, 4th Floor, Livestock Exchg. Building, Denver, CO 80216.

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not to be appreciated. For sale by owner, immediate possession.


DROUGHT PROOF RANCH/FARM
660 Acres deeded, 363 acres irrigated. Same qualifications as above.

Brokers Welcome
WEBER INC.
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PHONE: 307/322-4771

NORTHWEST MONTANA
Ranch: 800 cow unit, deeded acreage plus adjacent grazing permits. Ranch house, foramen house, barn, loading sheds, machine shop, haysheds, water rights. Beautiful valley. Minutes from state highway on county road. Call or write: Louise Monk, P.O. Box 1048, Wheatland, WY 82201. Phone: 307-322-4771 or 409-287-1616.

Hard to get good help these days?

Not if you advertise in the Classifieds Corral's "Help Wanted" section.


Investments of Colorado, Inc.
715 Horizon Dr. #480, Grand Junction, CO 81501
PHONE: 303/245-9410

Providing professional services for the agricultural producer and investor.
***COMMODITIES *FEEDLOT *REAL ESTATE *CONSULTING**

1,440 Acres of summer grazing at Cimarron, west of Gunnison. Part irrigated, located on major highway. Priced at only \$328/acre, possible owner carry terms.

No time to be wasted when you purchase this working cattle ranch. Cattle and equipment are included in the sale making this a turn-key operation. Etc.

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"COMMUNITIES" FEEDLOT "REAL ESTATE" "CONSULTING"
1,440 Acres of summer grazing at Cimarron, west of Gunnison. Part irrigated, located on major highway. Priced at only \$325/acre, possible owner carry terms.
No time to be wasted when you purchase this working cattle ranch. Cattle and equipment are included in the sale making this a turn-key operation. Elk, deer, antelope and just a few of the extras.

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